AB140-1

PAPER MERCHANT SALES REPORT December, 1989

(by NPTA Region)	Sales per Selling Day December, 1989 Compared to December, 1988	Sales per Selling Day December, 1989 Compared to November, 1989	Sales per Selling Day 1989 YTD Compared to 1988 YTD	Days Outstanding (Accounts & Notes) At close of December 1988	1989	Calendar Day Cost of ending Inventory November 1988	1989
INDUSTRIAL							
1	+ 15.2	- 2.8	+13.3	45	43	71	58
2	- 2.0	- 6.5	+ 7.0	35	39	66	54
3	- 1.7	- 0.3	+ 6.8	39	39	66	65
4	+ 3.1	- 3.5	+ 6.5	39	40	52	54
5	+ 5.2	- 1.1	+11.2	36	32	58	59
6	- 6.0	- 4.0	+ 6.3	48	44	60	64
7	+ 4.4	- 7.3	+ 3.3	36	36	61	56
8	- 4.0	- 6.8	+ 6.3	38	35	62	62
9	+ 7.1	- 7.8	+10.0	39	40	76	54
NY	+ 3.8	- 4.2	+ 6.4	47	47	53	**
CHICAGO	+ 0.6	- 4.8	- 0.9	30	40	50	75
LA	+ 4.6	+ 3.5	+ 7.1	43	47	70	60
US	+ 1.2	- 2.2	+ 7.1	40	39	61	57
PRINTING							
1	- 4.8	- 5.2	+ 3.9	47	46	53	54
2	+ 1.1	+ 0.2	+ 5.5	44	43	50	61
3	+ 0.1	- 5.2	+ 6.2	42	42	73	76
4	+ 6.2	- 5.1	+12.4	39	45	63	60
5	+ 12.1	+ 5.5	+13.2	42	41	69	63
6	- 1.7	- 5.5	+ 7.9	45	43	67	76
7	- 1.9	- 5.9	+ 6.7	41	40	70	69
8	+ 7.8	+ 3.5	+ 7.4	38	38	69	65
9	+ 5.7	- 6.2	+13.2	40	40	61	52
NY	+ 5.6	+ 5.4	+ 0.2	40	46	57	66
CHICAGO	+ 6.7	+ 2.7	+ 3.0	49	42	66	63
LA	+ 8.4	- 0.6	+11.4	40	42	73	69
US	+ 4.1	- 0.7	+ 7.1	42	42	65	66

COMMENTS ON DECEMBER'S SALES CHANGES. *INDUSTRIAL* sales changes for December, 1989 over December, 1988 remain low for the third month, and are the lowest for the year. Chicago Metro is the lowest and Region 1 is the highest for the full year. *PRINTING* sales increases for December were low, but not the lowest for the year. Note, however, that the printing paper Producer Price Index was virtually zero for October and November and may turn out to be negative for December. Region 5 is tied for the highest one-month change and has the highest 12-month changes, and New York Metro shows the lowest for the year but not for December.

DAYS OUTSTANDING for December and all of 1989 show little change from 1988. **INVENTORY DAYS** for industrial goods continue the pattern of earlier months of being lower than in 1988. Printing goods remain higher than in 1988 by one day, but this ends a half year of being substantially higher than 1988.

** indicates NPTA was unable to calculate valid numbers for a given measure, in this case NY Metro Industrial inventory days.

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NPTA REGIONS

1: CT, ME, MA, NH, RI, & VT
2: DE, DC, MD, NJ, NY, & PA (Except NY Metro)
3: AL, FL, GA, NC, SC, TN & VA (Exc. Memphis)
4: KY, OH, MI, & WV
5: CO, IA, KS, MN, MT, NE, ND, SD, & WY
6: AZ, CA, HI, NM, NV, & UT (Except LA Metro)
7: AR, LA, MS, OK, & TX (& W. Tenn)
8: IL, IN, MO, & WI (Exc. Chicago Metro)
9: AK, ID, OR, & WA

NY Metro: In NY; New York City, Long Island, & Westchester County - In NJ; Counties of Bergen, Essex, Hudson, Middlesex, Passaic, & Union
Chicago Metro: In IL; Chicago and counties of Cook, DuPage, & Lake - In IN; Lake county
LA Metro: Cities of Los Angeles and San Diego, counties of Los Angeles, San Diego, Orange, & Ventura, plus parts of Riverside & San Bernadino

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